

Message Text

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PAGE 01 ZURICH 00183 211107Z

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EO 11652: N/A

TAGS: BEXP BTRA SZ TC

SUBJ: FOREIGN BUYER PROGRAM: EXPORT OPPORTUNITY TO UNITED
ARAB EMIRATES BY ERNST HEUSSER

REF.: A USDOC 6910

REF.: B ZURICH 164

REF.: C ZURICH 147

REF.: D ZURICH 131

1. CONGEN CONTACTED HEUSSER TO CLARIFY QUESTIONS
RAISED IN REF. A. HEUSSER CAME TO CONGEN AND
DISCUSSED THESE QUESTIONS WITH THE COMMERCIAL
SPECIALIST.

2. REGARDING QUESTIONS RAISED IN REF. A, PARA 2
HEUSSER STILL WANTS THE SCANTLINGS AND BOARDS
MENTIONED IN REF. D, BUT, IN AN ATTEMPT TO
ACCOMMODATE U.S. LUMBER FIRMS, HE TRIED TO
SIMPLIFY HIS SPECIFICATIONS AND USED ONLY WHAT
HE CALLS STANDARD DIMENSIONS. HENCE, THE NEW
SPECIFICATIONS IN REF. B.

3. TO AVOID CONFUSION, HOWEVER, HEUSSER RESTATED
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PAGE 02 ZURICH 00183 211107Z

AND ELABORATED UPON HIS ORIGINAL SPECIFICATIONS
AND DIMENSIONS FOR SCANTLINGS AND BOARDS AND
WOULD LIKE THE FOLLOWING FIGURES TO BE CONSIDERED
AS THE ONLY VALID ONES:

SCANTLINGS IN ASSORTED SIZES WHICH MAY VARY AS
FOLLOWS: 2 X 2 INCHES, 2 X 3, 2 X 4, 2 X 6, 2 X 8,
2 X 12. BOARDS IN ASSORTED SIZES WHICH MAY VARY

AS FOLLOWS: 1 X 4 INCHES, 1 X 6,
1 X 8, 1 X 12.

"FULL SIZE" MEANS THAT, IF LUMBER NOT COMPLETELY
DRIED, IT SHOULD KEEP SPECIFIED DIMENSIONS IN
HOT CLIMATE OF UNITED ARAB AMIRATES. ALL
SCANTLINGS AND BOARDS SHOULD BE IN 12 TO 20 FOOT
LENGTHS. WOOD SHOULD ALSO HAVE LOW SHRINKAGE,

LITTLE TENDENCY TO WARP; IT SHOULD BE LIGHT TO
MEDIUM WEIGHT, UNGRADED, UNDRESSED AND WITH
LOWEST POSSIBLE AMOUNT OF KNOTS. END USE:
CONCRETE FORMS AND SCAFFOLDS.

4. REGARDING QUESTIONS RAISED IN REF. A, PARA 3,
HEUSSER CHANGED HIS EARLIER REQUEST FOR FOB
QUOTATIONS FROM A U.S. PORT. HE NOW WOULD LIKE
CIF DUBAJ QUOTATIONS. HEUSSER'S REASONS FOR
REQUESTING CIF INSTEAD OF FOB QUOTATIONS ARE, AS
HE TOLD US, BECAUSE THE AL HAREB CO. NO LONGER
BELIEVES IT CAN HANDLE SHIPPING ARRANGEMENTS ON
ITS OWN. (COMMENT: BUT IT MAY ALSO BE THAT
HEUSSER BELIEVES HE CAN BETTER COMPARE THE
QUOTATIONS OF POTENTIAL U.S. LUMBER SUPPLIERS
WITH THOSE OF FINNISH LUMBER FIRMS, IF BOTH
QUOTATIONS ARE CIF DUBAJ.) HEUSSER BELIEVES THE
INFORMATION IN PARA 2 AND 3 ALONE SHOULD BE ADEQUATE FOR
U.S. FIRMS TO MAKE TENTATIVE QUOTATIONS. IF A U.S.
FIRM NEEDS ADDITIONAL INFORMATION, HEUSSER SAYS
HE WOULD BE PLEASED TO ANSWER ANY SPECIFIC QUESTIONS
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PAGE 03 ZURICH 00183 211107Z

AND THAT THEY SHOULD TELEPHONE HIM DIRECTLY IN ST.
GALLEN (071/56 12 88).

5. REGARDIN QUESTION RAISED REF. A, PARA 4, "CA"
STANDS FOR "CIRCA", AND ABBREVIATION SHOULD HAVE
APPEARED AS "C". HEUSSER SAID FINNISH QUOTATIONS
OF DOLLARS 110 PER CUBIC METER (NOW DOLLARS 100
SINCE FINNISH CURRENCY HAS BEEN DEVALUED) IS FOB
PORT IN FINLAND.

6. CONGEN INVITED HEUSSER INTO ITS OFFICES AND ASKED
HIM TO TELEPHONE THE ROBINSON LUMBER CO. IN
NEW ORLEANS TO DISCUSS A CUBIC METER PRICE QUOTATION.
THE ROBINSON LUMBER CO. HAD ASKED HEUSSER TO
TELEPHONE THEM COLLECT. WE UNDERSTAND ROBINSON
AGREED TO SEND DIRECTLY TO HEUSSER A CUBIC
METER PRICE QUOTATION.

7. ACTION REQUESTED FOR USDOC: HEUSSER WOULD

APPRECIATE KNOWING WHETHER OTHER U.S. FIRMS
ARE WILLING TO QUOTE CIF DUBAJ CUBIC METER
PRICE FOR LUMBER AT ABOVE(PARA 3) SPECIFICATIONS.
IF SO, THE FIRMS SHOULD EITHER TELEPHONE
HEUSSER OR CONTACT HIM AT FOLLOWING TELEX
NUMBER 77593 (HOTEL LOEWEN, HEMBERG,
ST. GALLEN) OR THROUGH THE CONGEN.
NELSON

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